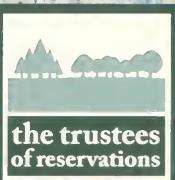




Hello, neighbor!

THE TRUSTEES OF RESERVATION

Annual Report
2007



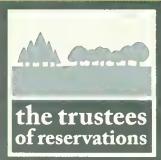


Who goes there?

Gabriel Rodriguez and Tyler Campbell, masquerading as their woodland neighbors from Little Tom Mountain Reservation, en route to march with The Trustees in the Western Massachusetts Puerto Rican Parade. FOR THE WHOLE STORY, SEE PAGE 11.

A color photograph of a young African American boy with a shaved head, smiling broadly at the camera. He is wearing a light-colored, patterned short-sleeved shirt. In his right hand, he holds a large, ornate wooden propeller that has been painted with vibrant blues, whites, and hints of yellow and red. The background shows a brick apartment building and a city street with parked cars under a clear sky.

Engaging a delighted new
generation of conservationists,
one neighborhood at a time.



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Long Hill 572 Essex Street Beverly, MA 01915 tel 978.921.1944

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Contents

Letter from the Chairman	4
Letter from the President	5
OUR FOCUS	
Multiply Ourselves	7
Lead by Example	15
Be Bold	23
REPORTS	
Land Conservation	31
Senior Management Team	36
Finance	38
SUPPORT	
Governance	44
Volunteer Committees	48
Donor Support	50
The Semper Virens Society	51



LETTER FROM THE CHAIRMAN OF THE BOARD

Committees aren't known for engaging the imagination. But I have now enjoyed the privilege of serving on one that did.

This year's Strategic Planning Task Force looked like any other — but we were inspired by a shared purpose that mattered intensely to us all. In charting The Trustees' next ten years, we knew we were not only shaping the future of an organization we love and admire; we were, in a very real sense, helping to define the quality of life in Massachusetts for a long time to come.

In the past century, The Trustees have made an enormous contribution to the quality and texture of life across the Commonwealth; stripped of the landscapes and landmarks we've preserved for the public, Massachusetts would lack much of its distinctive character and grace.

Yet in the next decade, the work we do — the work we *must* do — will matter even more.

As a state, we are devouring open land out of all proportion to the growth in our population. And as the climate continues its painful shifts, we face a future as unpredictable as the weather on a New England afternoon.

I'm convinced that The Trustees can make a vital difference in all these areas, from aggressively conserving land to mobilizing a new "green" generation. We outline our goals and intentions in our strategic plan, available in full at www.thetrustees.org. It is ambitious — but necessarily so. And I'm optimistic about what's possible if we come together to get it done.

F. Sydney Smithers IV
CHAIRMAN

For a century, The Trustees focused on saving the best of Massachusetts, one stunning parcel at a time.

Today, however, we need a different focus, because we face a challenge much tougher, much larger, and much, much more urgent. The places most worth saving are going fast, and the forces undermining them – from sprawling residential development to climate change – are moving faster.

This is a challenge for our staff, for our members, and frankly for everyone who loves Massachusetts. Briefly, here's what we need to do, together:

Multiply ourselves.

If we succeed, we succeed by recruiting, far beyond the friends who have brought us this far. To be true stewards of the state, we have to inspire people – many, many people – to fall in love with our mission. And we need to spur their personal commitment and practical help.

Lead by example.

Each of our reservations is actually an invitation for people to act. Every time someone finds pleasure, beauty, solace, or fun through one of our special places, it's an opening, a chance to

spark their own sense of urgency and inspire them to get involved. We lead by our beautiful examples.

Be bold.

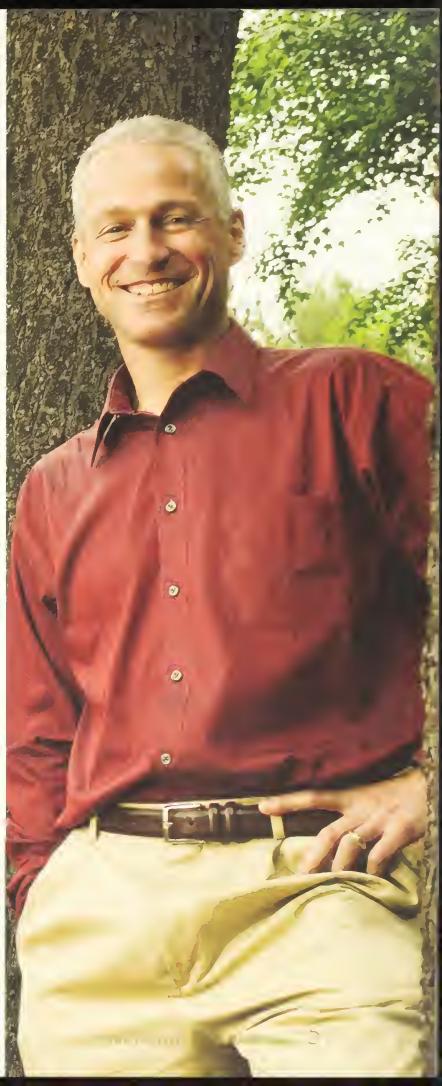
In founding The Trustees in 1891, Charles Eliot was radically creative. Now it's our turn. To win the battles of our own time, we must push ourselves, in everything we do, to be just as daring, imaginative, and bold.

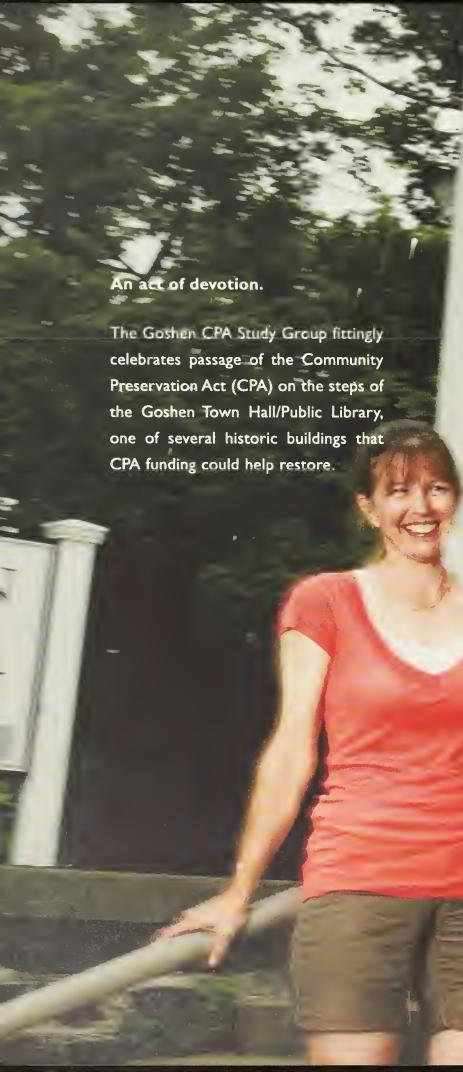
Fortunately, creativity and passion are contagious. In these pages, we offer inspiring examples of how we have already put these imperatives to work in the past year. For business as usual, there is no time left at all.

I look forward to working with you – and with every new friend we make for Massachusetts – to meet the challenges ahead.



Andy Kendall
PRESIDENT

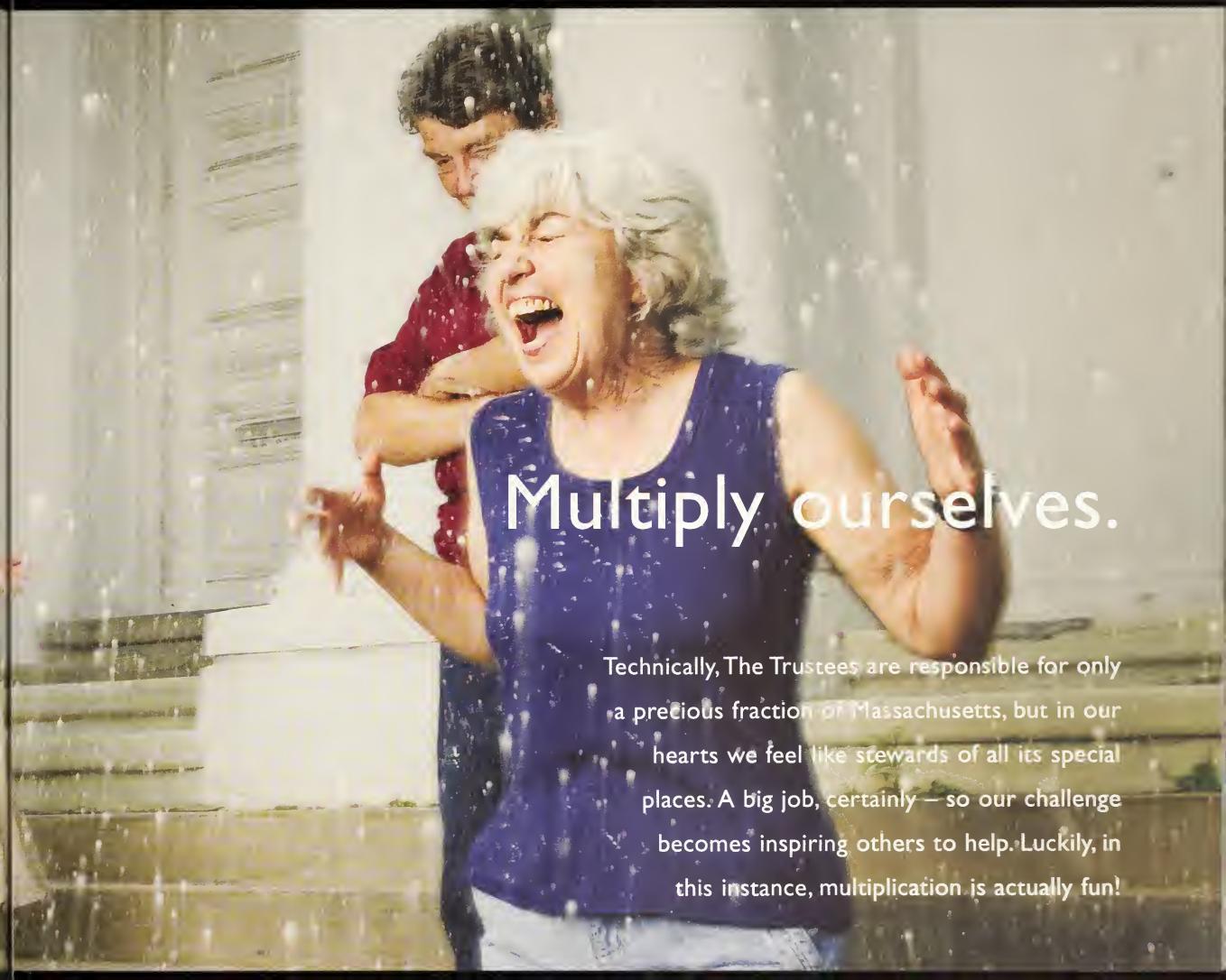




An act of devotion.

The Goshen CPA Study Group fittingly celebrates passage of the Community Preservation Act (CPA) on the steps of the Goshen Town Hall/Public Library, one of several historic buildings that CPA funding could help restore.



A color photograph of a man and a woman laughing together in the rain. The man, with dark hair and a beard, is in the background, leaning forward. The woman, with blonde hair, is in the foreground, laughing with her mouth wide open. They are standing in front of a white wooden building. The scene is wet and reflects the surrounding environment.

Multiply ourselves.

Technically, The Trustees are responsible for only a precious fraction of Massachusetts, but in our hearts we feel like stewards of all its special places. A big job, certainly — so our challenge becomes inspiring others to help. Luckily, in this instance, multiplication is actually fun!

Ask anyone who lives in a small town: if you want to meet new people, head for the dump.

WHEN A GROUP IN GOSHEN WANTED THE TOWN TO TAKE ADVANTAGE OF THE Community Preservation Act (CPA), the town “dump” (landfill) is where they went to reap new support. But the seeds of their success took root long before.

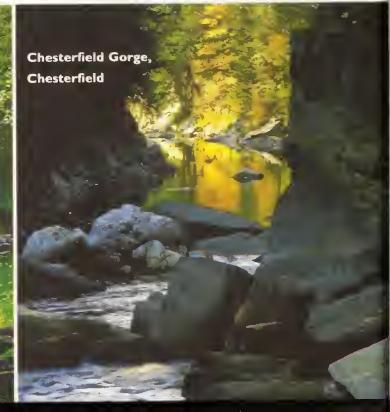
Like all the towns that rise between the Housatonic and Connecticut River valleys – the Massachusetts Highlands – Goshen is small. Its thrumming downtown: a general store, the town offices, the library, the post office, and the church. With lots of trees but fewer than 1,000 people, finding souls to serve on local boards can be tough; funding new initiatives can be close to impossible.

But in 2001, seeing the pace of development, Goshen formed a Community Development Committee that won a small grant from The Trustees’ Highland Communities Initiative (HCI) to develop an open space and recreation plan. (It’s just one of the ways HCI director Wendy Sweetser has been helping towns in the Highlands update zoning laws, create open space plans, and develop new citizen leaders.)

As a result of that process, they formed an Open Space Committee, which eventually decided the town could benefit substantially from Massachusetts’ CPA. This unique legislation allows communities to

“Go forth, under the open sky, and list To Nature’s teachings.”

– from *Thanatopsis*, by American poet, newspaper editor, and Highlands native William Cullen Bryant (1794–1878)



add a property tax surcharge of up to three percent and receive matching state funds to support open space, historic preservation, affordable housing, and recreation projects.

But how in the world could they get support for higher taxes?

For help, the committee turned again to HCI. Wendy Sweetser is a new kind of community planner: part mentor, part partner, part advocate. "HCI is such an asset for the towns out here," says committee member Sandy Papush. "Wendy provides ideas, answers, and connections that help local leaders accomplish big goals."

With Wendy's help, the committee framed their pro-CPA arguments and began to construct an unexpected coalition. Didn't the Historic Commission need money to restore the town buildings? Didn't the kids need better playing fields? Didn't everyone, from hikers to snowmobilers to mountain bikers, agree that Goshen needed more and better trails? Gradually, they knit an alliance of people who had never really worked together before: "It was a wonderful working experience for everyone," says Sandy. "You get great feedback you wouldn't think of otherwise. It will definitely affect how projects get done in the future."

Building on these new alliances, the committee formed a study group, whose members helped spread the word about the CPA in the community. Within just a few months, they brought the issue before a special town meeting – and lost. But the vote was so close, it was galvanizing; the CPA study group emerged more determined than ever.

Their main enemy? Longstanding local skepticism about relying on promises from the state. After many enthusiastic hours educating voters at the dump and other town gathering places, the study group members managed, by petition, to get the measure on the ballot in May. This time, they won – 92 to 80. "Already," says Sandy, "people are more positive about it. Just wait until the town sees what the CPA makes possible!"

"Goshen," says Wendy, "is one of our proudest successes in the Highlands so far. We're working with more towns to help pass the CPA soon." Wendy is deeply motivated. "The Highlands comprise only one percent of the state's population, but 14 percent of its land area. These 38 communities contain two traffic lights. The land is just far more rural than most people think still exists in Massachusetts." By providing grassroots help and small grants, town-by-town across the Highlands, HCI is helping to keep it that way.

ON PREVIOUS PAGE:

*The CPA Study Group: (L-R) Kit Rock, Bill Seifert, Jen Bisbee, Melanie Dana, Terry Johnson, Sandy Papush.
Not pictured: Roger Culver, Jane Larson, Steve Daiber.*

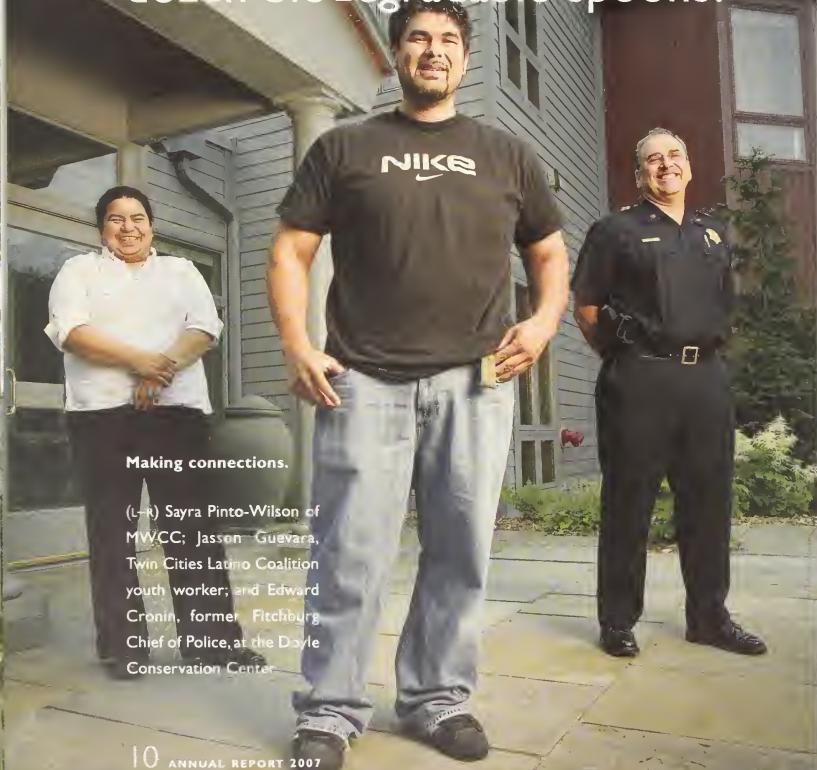
MULTIPLY OURSELVES



Because community matters.

The Community Preservation Coalition – an alliance of open space, affordable housing, and preservation groups – has helped 127 Massachusetts cities and towns enact the CPA. By raising their own taxes, these communities are voting to invest in quality of life. The Community Preservation Coalition is the recipient of The Trustees' 2007 Conservationist of the Year Award.

Who knew you could build a lasting alliance from six- dozen biodegradable spoons?



Making connections.

(l-r) Sayra Pinto-Wilson of MWCC; Jasson Guevara, Twin Cities Latino Coalition youth worker; and Edward Cronin, former Fitchburg Chief of Police, at the Doyle Conservation Center

BUT THAT'S WHAT HAPPENED WHEN ANDREA FREEMAN, DIRECTOR OF THE TRUSTEES' PUTNAM Conservation Institute (PCI), opened the Doyle Conservation Center to a community lecture series about poverty. Sponsored by Mount Wachusett Community College (MWCC), the lectures drew community leaders from across north-central Massachusetts. Many might never have visited the Doyle Center otherwise. The building's "green" spaces (and those intriguing potato-starch spoons) sparked a dialogue and produced new allies, including the police chief and youth worker who want to use outdoor education to keep kids off the streets.

Since 2003, PCI has helped strengthen the Massachusetts conservation community. "Increasingly," says Andrea, "protecting land and heritage requires an approach that connects people to their communities through common values." The partnership between MWCC and The Trustees springs from a shared sense of social responsibility deeply rooted in *place*. "Our students come from here, and stay here," says LeaAnn Erickson, MWCC Associate Vice President of Public Affairs. "We're committed to keeping our communities strong."

Andrea has built a lively link with MWCC's Sayra Pinto-Wilson, Associate Vice President for Inclusion & Community Learning and head of the Twin Cities Latino Coalition; Sayra serves on PCI's advisory committee and has helped Andrea hire from the local community. Given the massive efforts it will take to tackle issues like land conservation and global warming, says Sayra, "we have to work together to make the environmental movement more inclusive. Everyone needs to care."



On July 22nd, we swear we saw, strolling down High Street in Holyoke, a 90-pound blue jay. With horns!

AND THEN THERE WAS A SNAKE, A FISH, A BEAR, A FOX, A BUTTERFLY, A FROG, AND A DEER – all of them sprouting big, pointy horns. These unusual antler antics grew – one drippy strip of papier mâché at a time – from a 4-year-old collaboration between The Trustees and the Boys and Girls Club of Greater Holyoke (HBGC), partners in the Little Tom Mountain Reservation. To raise our profile in the local community, staff of The Trustees' Pioneer Valley office signed up for the Western Massachusetts Puerto Rican Parade. But instead of, say, handing out earnest-looking black-and-white flyers, they created a float with youngsters wearing outrageously colorful *vejigantes* – traditional Puerto Rican animal masks – in the shape of animals from Little Tom Mountain Reservation.

The mask-making team? Holyoke artist Angel Sanchez and several dozen kids from the HBGC, including Tyler Campbell and Gabriel Rodriguez. Tyler, 10, who was the blue jay and aims to become a scientist, is now heading out on his first camping trip ever – to Tully Lake with The Trustees. Gabriel, also 10, has a tremendous interest in unusual rocks. Like Tyler, he has explored the woods with HBGC and The Trustees nearly half his life.

From Puerto Rico herself, his mother, Maria Rodriguez, loves the project. "The masks are great," she says. "They feel so familiar!" Which is how we hope all the people of Holyoke may come to feel about their feathered, furry, scaly, and occasionally antlered neighbors down the road when Little Tom Mountain opens to the public in 2012.



Big river. BIG fish!

Nestled along the Connecticut River just a ten-minute drive from downtown Holyoke, the Mount Tom Range and Little Tom Mountain Reservation are hopping with wildlife – and lively with kids learning to love the woods.

“People ask if I’m preaching to the choir. But only if the choir sings five times louder is there any chance we’ll make a difference against global climate change.”

— BILL MCKIBBEN, FOUNDER OF STEP IT UP 2007



Spring is the perfect time to go to the beach...



...especially if you're part of Step It Up 2007, a nationwide day of action to stop climate change. After months of planning, on April 14, Crane Beach was alive with the energy and passion of hundreds of friends and neighbors calling on Congress to step up its action on global warming.

Raising their voices in unison with a thousand similar rallies across the country, they made themselves heard — and they demonstrated what's possible if we multiply our voices, minds, and hearts.



Piping Plover eggs on
Crane Beach, Ipswich.



Treasure chest.

Our new Archives and Research Center (ARC) will make it easy to find things — like, say, a portrait of a Mohican woman, a construction picture from the Folly at Field Farm, or a photo of Mabel Choate astride an elephant. (You can find them in this picture, too.)



lead by example.

Most talk about conservation has all the charm of a skim-milk diet – which means The Trustees have a marvelous opportunity: to share our message by sharing our delight, and demonstrating, in everything we do, that saving our planet and our history can produce a bounty of irresistible results.

As Director of Historic Resources for The Trustees, Susan Edwards faces a deluge of objects and archives. Fortunately, she just got an ARC.

IN MARCH 2007, THE TRUSTEES OFFICIALLY TOOK CHARGE OF THE building that will become the Archives and Research Center (ARC) – a suitably massive structure to house a truly massive collection.

Anyone who has visited one of our historic buildings has some sense of the way we use the objects and the place itself to tell the story of the people and the land: The window at the Old Manse, inscribed with a description of little Una Hawthorne marveling at icicles, speaks of a

family that cherished the fleeting lyricism of childhood. The kitchen tools at the Ashley House speak to the stultifying labors of Elizabeth “Mumbet” Freeman, an enslaved African woman whose court case to win her freedom ended slavery in Massachusetts. The 17th-century Hadley chest at Naumkeag, whose bottom drawer Mabel Choate used for a special collection of garden trowels, speaks to how comfortably she lived in a world of fine objects – or how highly she thought of her trowels.

But what you don’t see at our properties are the hundreds of thousands of objects, photographs, maps, plans, diaries, and more that we don’t have room to show – and that until now we have never even had an appropriate place to keep. What’s more, our archives extend far beyond the reservations that happen to have houses on them, covering the acquisition and history of every reservation we own and conservation restriction we manage. When the ARC is under full sail – a process of gradual acceleration over the next 15 years – it will provide professionally

Life on the farm...

...could get pretty fancy, judging by this Delftware charger from the Appleton family collection. Probably English, its hand-painted chinoiserie style dates from the first half of the 18th century.

managed, state-of-the-art storage for all objects and archives not used for display at our properties, and it will provide an extraordinary resource for scholars and educators with an interest in everything from colonial dairy practices to the China Trade to the origins of the land trust movement itself.

As Susan explains, one of the most exciting aspects of the ARC is the simple fact that we are taking such good care of our archives – something many small museums and historical societies simply can't afford to do. "Our commitment," says Susan, "should make a large statement in the museum world."

Which would be good – because, as Susan observes, "Our collections are too good a secret!" When we let the right people know about them, the results are impressive. In 2005, for instance, The Trustees received a "We the People" Challenge grant of \$450,000 from the National Endowment for the

Humanities (NEH), to help establish the ARC. As NEH Chairman Bruce Cole explained, "The evaluators were especially impressed with [The Trustees'] significant archival and three-dimensional collections.... Housing these collections appropriately and enhancing intellectual access to them are essential." With the ARC, at last they will have a proper home.

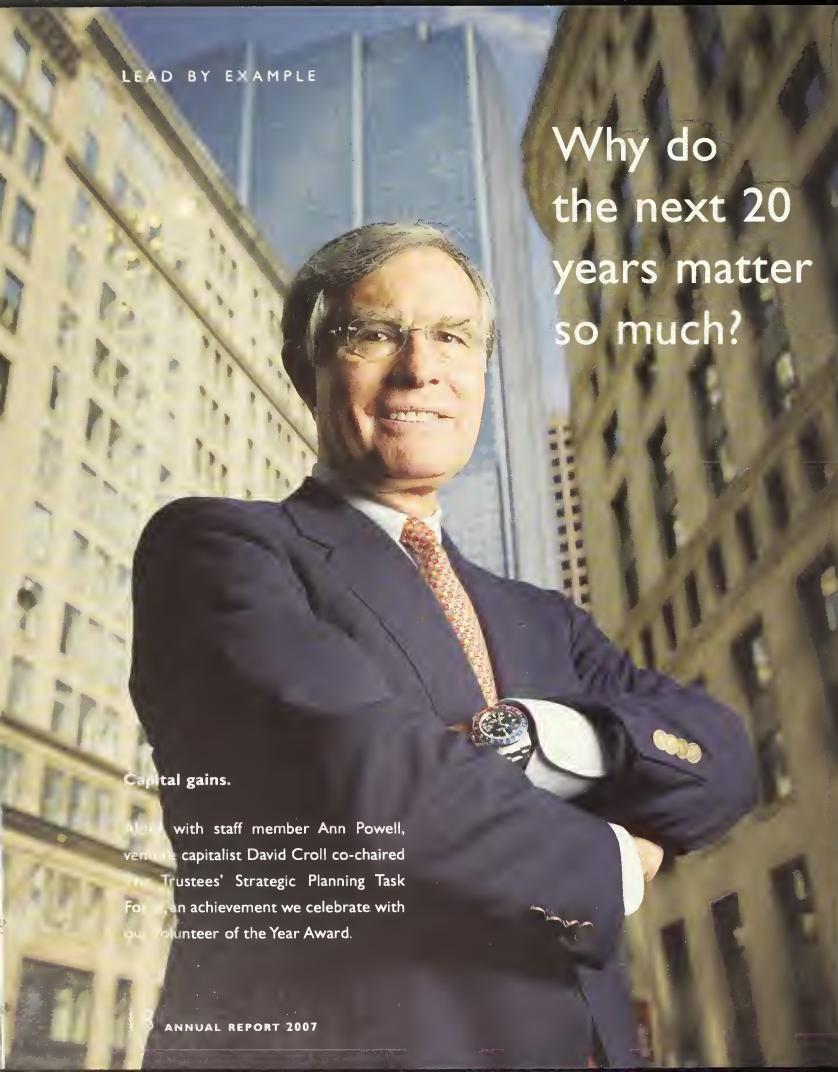
The heartbeat of the house.

On April 19, 1775, as the battle at Concord's North Bridge raged within sight of the Old Manse, Rev. William Emerson's clock marked out the fateful seconds in the same spot it occupies today – and it's still ticking.



Counting (some of) our blessings

- 1 lock of William Cullen Bryant's hair
- 2 Fletcher Steele Gardens
- of Edward VIII visiting Appleton Farms
- 1 conch shell used by the Stockbridge-Munsee Band of Mohican Indians as a call to worship
- 1 original plan of World's End designed by Frederic Law Olmsted
- 1 desk built by Nathaniel Hawthorne
- 2 Paul Manship lead griffins given to Mr. Crane by his employees
- 3 portraits by John Singer Sargent
- 5 National Historic Landmarks
- 30,000 ceramic shards from the colonial-era dairy at the Paine House



LEAD BY EXAMPLE

Why do the next 20 years matter so much?

Capital gains.

Also with staff member Ann Powell, venture capitalist David Croll co-chaired the Trustees' Strategic Planning Task Force, an achievement we celebrate with our Volunteer of the Year Award.

BECAUSE, SAYS DAVID CROLL, CO-CHAIR OF THE TRUSTEES' STRATEGIC PLANNING TASK FORCE, "they will be a flashpoint in the demographic rollover," a time when a tremendous amount of land will pass from one generation to the next. "Most will be developed," says David, "unless we can get people focused on land conservation."

Because The Trustees can't purchase, or manage, all that land alone, we need to win help from larger forces. "The state will have to kick in more for bonding, Agricultural Preservation Restrictions, and conservation restrictions," says David. "The only way that happens is if *conservation matters politically*."

And the only way *that* happens is if The Trustees use our reputation to become out-loud conservation advocates – and find new ways to inspire others. "We have to use our reservations as platforms to get people engaged in conservation," says David, so they will think, act, and vote as if conservation matters.

As a member of our Land Conservation Committee, David knows that concerted action can drive dramatic results. Through "The Marion Vision," a joint initiative of The Trustees, the Sippican Lands Trust, and the Coalition for Buzzards Bay, he and others took stock of the undeveloped, unprotected land in Marion and set out to protect it. Of the 3,000 acres, including Eastover Farm, they have already saved two-thirds. No wonder David counts himself "very motivated and serious about saving a lot more land."



Lee Albright is comfortable with dirt.

DIRT THAT CLINGS TO CARROTS PULLED FRESH FROM YOUR GARDEN. DIRT THAT POURS FROM the boot of a child who has spent a whole day on the farm. Her affection for the soil springs from growing up on what is now the very last working farm in Boston. (A portion is in Brookline as well.) Inspired by that same love – and by generations of family members who treasured the land, Lee and her three brothers – James Lawrence, MD; Edward P. Lawrence; and Robert P. Lawrence – have recently given The Trustees an Agricultural Preservation Restriction on the Boston portion of what's known as Allandale Farm.

Handed down in the family over centuries, these bucolic acres were part of an enormous parcel conveyed by the Massachusetts legislature to the Weld family in 1640. The property once included, among other things, all the lands we now know as the Arnold Arboretum, Larz Anderson Park, Hellenic College,

and the parklands around Jamaica Pond. The Allandale section, says Lee, "has always been a farm." When she and her brothers were growing up, the farm supplied the family with milk, eggs, chickens, strawberries, and vegetables – always a pleasure, and an extraordinary blessing in the lean years of World War II.

The siblings inherited the Boston portion in the 1960s. Young and idealistic, they decided that they would continue to manage the land as a working farm – even if at first that meant stocking the farm stand and cutting the hay at night themselves. Today, the property is still home to a flourishing farm, as well as The Apple Orchard School and the Allandale Farm Outdoor Summer Program – helping a new generation fall in love with the earth.



Welcome to Boston!

It's the last working farm in Boston and it's really working. The bounty of Allandale Farm includes strawberries, summer squash, onions, and lettuce – and any annual crop or children with a farm-fresh love for the sun!

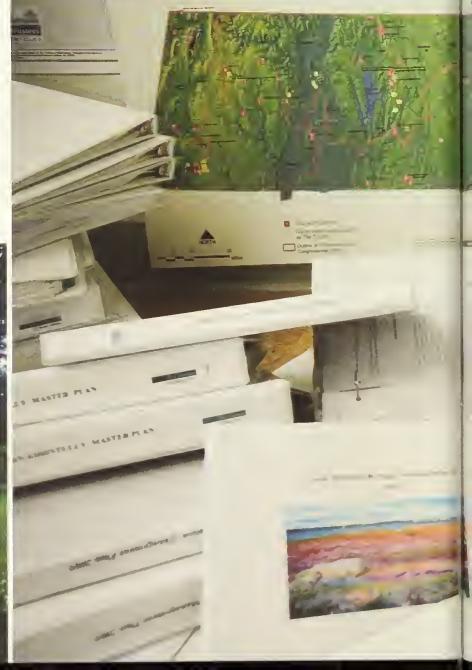
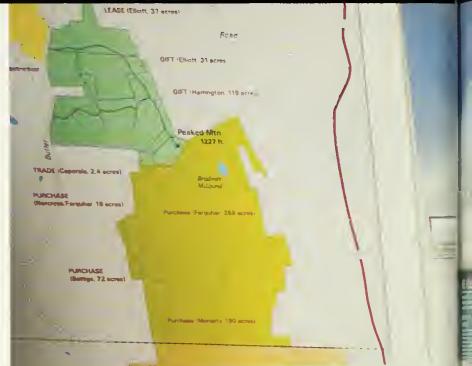
LEAD BY EXAMPLE

It takes a certain courage...

...to build plans designed to last for a decade. But for Director of Planning and Stewardship Lisa Vernegaard, daring to plan is what she does every day. When The Trustees wanted to create a strategic plan for the next decade, we tapped Lisa to manage the process. We drew on her thoroughness, foresight as a manager, and the confidence of her example – all gifts for which we celebrate her as our Employee of the Year.



The Paine House at
Greenwood Farm, Ipswich





"Make no little plans; they have
no magic to stir [the] blood."

- AMERICAN ARCHITECT DANIEL HUDSON BURNHAM (1846 - 1912)

The future looks grand.

viewed from Puddingstone Park in Boston, and the skill and devotion of Genie Beal, co-founder and chairwoman of Boston Natural Areas Network, and Norton Green, a long-time Trustee volunteer, look inspiring from any angle. For distinguished contributions to conservation over three decades, The Trustees honor them both with the 2007 Charles Eliot Award.





Be bold.

When the whole planet seems precariously awry,
to be timid in tending it is the same as not tending it
at all. The Trustees were founded on what was a daring
vision: of special places preserved for everyone, forever.

Today, the daring is absolutely up to us.

Sometimes, being bold requires a lot of being cautious, even skeptical. And ensuring due diligence and making absolutely, positively sure.



SO IT WAS WITH THE NEW ALLIANCE BETWEEN THE TRUSTEES OF RESERVATIONS AND Boston Natural Areas Network (BNAN). It seemed unexpected, until it felt like the most natural thing in the world.

As The Trustees' finance chair at the time, Norton Sloan explains that there were concerns at first. Some board members had doubts about making a move into the city at all. "They were saying," recalls Norton, "If saving open space is our highest priority, well, there isn't much we can do in Boston." But the board looked to Charles Eliot's founding vision – and found that connecting city dwellers with the natural world was at the very core.

Family ties.

"I think of The Trustees as a family," says longtime Trustees volunteer Norton Sloan, "in which our success has come about from teamwork and consensus, and I have been just one member of a very large team."

With years in corporate finance, Norton was alert to a common issue in business mergers: "The big guy comes in, sees a small company with attractive attributes, acquires it, and smothers it – destroying the very thing that was so attractive." With that caution, BNAN and The Trustees agreed that BNAN should hold tight to its own identity, to preserve its effectiveness as an advocate for community gardens, greenways, and urban wilds. Thirty years of working in the trenches (and the compost and the cattails!) has earned BNAN irreplaceable credibility.

In the end, with his financial expertise and three decades of intensive volunteering with The Trustees, Norton helped board members feel confident in making the BNAN alliance – a vital step in responding to current and future conservation needs. "A non-profit has to be relevant," says Norton. "If we had a billion-dollar endowment and didn't need annual support, it would kill us eventually, because we wouldn't have to ask, 'How are we relevant to people alive and breathing right now?'" (*Anyone considering a billion-dollar gift should probably call the Advancement Office anyway.*)

The same focus on relevance has fueled BNAN's success. "We're known for working with people," says Eugenie (Genie) Beal, who co-founded BNAN in 1977 and has helped lead it, as president and later as chairwoman, ever since. "And that's just what The Trustees are emphasizing now."

Genie and BNAN's board, too, took their time in concluding that the alliance could work. "We wouldn't have considered it," she says, "unless we thought it was good for the city." Yet her history gave her courage: "I'm quite accustomed to doing new things!" she laughs.

For example, to help Boston qualify for Federal conservation funds, she launched the city's first conservation commission in the 1970s, followed by its first environmental department. At BNAN, she and President Valerie Burns pioneered the protection of urban wilds, green spaces that aren't protected.

When BNAN started, Genie says, "I didn't know a geranium from a rhododendron!" In 30 years, she has learned an enormous amount — especially about how to get important things done in Boston. For Genie, the great motivation for uniting with The Trustees was knowing how much more BNAN may be able to achieve. "We're small!" says Genie. "While we feel we've done a lot, we're acutely conscious of how much more there is to do." So what's next? Genie offers this tantalizing hint: "Perhaps another greenway, another big acquisition or a small one in a very needy neighborhood. We're always listening to our community partners."

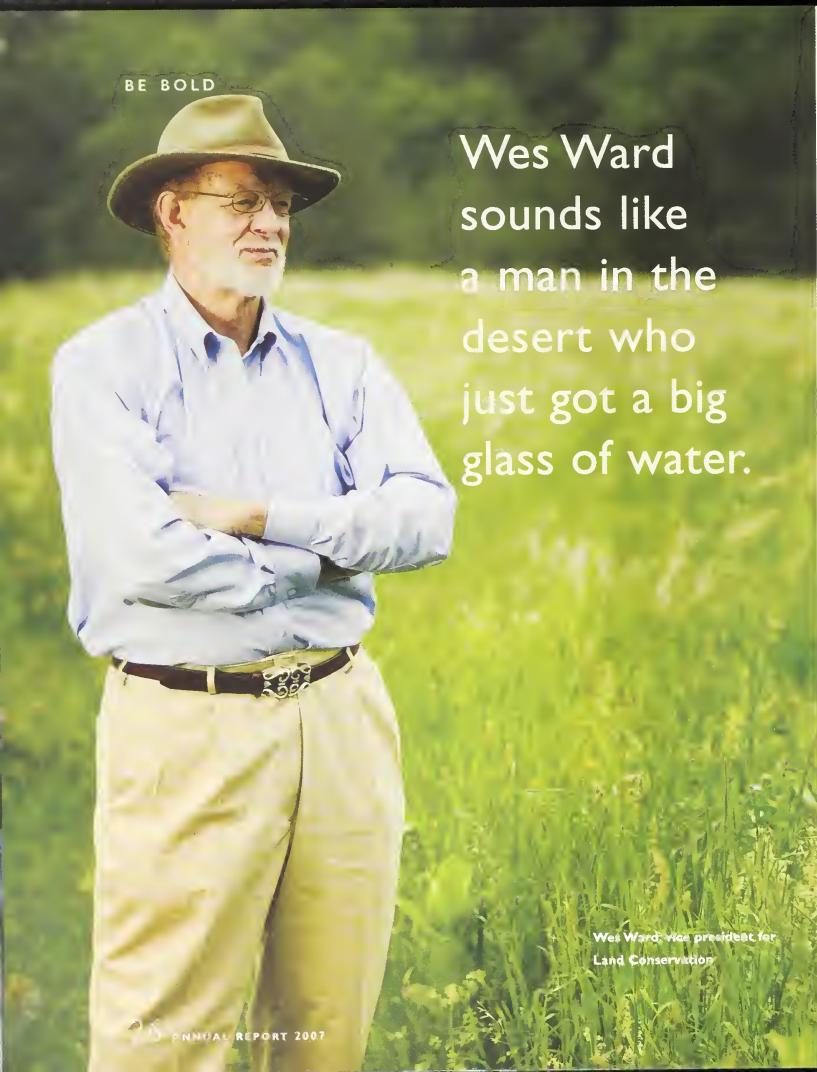
Stay tuned — together we'll do more than ever.



Cultivating neighborhoods.

"Not being a gardener," says BNAN co-founder Genie Beal, "I became interested in improving neighborhoods. When you have a flourishing community garden, everybody benefits. If a plot is reserved instead of growing ragweed, it's an ornament to the neighborhood. And that changes the city."

BE BOLD



Wes Ward
sounds like
a man in the
desert who
just got a big
glass of water.

Wes Ward: Vice president for
Land Conservation

HE'S GRATEFUL, BUT REALLY HOPING FOR MORE. WITH THE PATRICK ADMINISTRATION'S NEW capital budget, which effectively includes \$50–70 million per year for five years for open space protection, Wes, as vice president for Land Conservation for The Trustees, is relieved to see the long decline in state support for conservation come to an end.

He's encouraged by other positive developments, too: a new poll that shows Massachusetts voters value land conservation so much that they would tolerate higher taxes to support it. The fact that a third of all communities in the state have passed the Community Preservation Act (SEE STORY, PAGE 8), which helps preserve open space. Progress in snatching substantial scenic land from the jaws of development in places like Westport.

Unfortunately, most of the troubling facts on the ground haven't changed. "The rate of land consumption and subdivision is still increasing," says Wes. "Most farm and forest owners are elderly or soon will be, so they're dividing their land for cash or to pass on to their children. And, at the same time, many articulate voices in the state are in effect arguing against open space protection in favor of affordable housing," as if those goals are mutually exclusive, and "as if," says Wes, "we've already conserved enough land."

Boldness, it seems, is all. "Once we lose open space," Wes observes, "we lose it forever." Luckily, sometimes – and now with the bold support of Governor Patrick and Environmental Secretary Ian Bowles – we can save it forever, too.



Eagle Eye Institute started with a dream.

IT WAS ANTHONY SANCHEZ, CO-FOUNDER OF EAGLE EYE, WHO WAS DOING THE DREAMING — as he meditated under the stars in the hills above Hampshire College, where he was a student. An image of a soaring eagle urged him to start Eagle Eye and buy land where city youth could encounter the outdoors and gain a sense of responsibility for the natural world.

Then Anthony met Maja Kietzke. He had grown up in New York City. She was a Midwesterner raised on a farm. When Anthony shared his vision, the couple began to search as far as the Canadian Maritimes for a suitable piece of land.

They wound up finding the perfect spot in Peru, Massachusetts, on 180 acres just 30 miles from the

site of Anthony's inspiring dream. Since 1991, the Institute has brought nearly 4,000 young people — ages 8 to 24, of every ethnic background, from Boston and cities across the country — to Eagle Eye's forest in Peru and to other natural sites from Georgia to New York. The first goal: to help young people see the forest as fun, not frightening. "You have to get them a good hour and a half to two hours away from the city," Maja says. "And that eight-tenths of a mile gravel road in Peru is often the farthest they've ever walked. So at first they don't get it; they think it's boring. But it doesn't take long for them to start to feel the peace."

Natural partners.

Anthony Sanchez and Maja Kietzke at home in Somerville. Since 2005, Eagle Eye and The Trustees have worked with YouthBuild USA and affiliate programs in Boston, Cambridge, Springfield, New Bedford, Lowell, Lawrence, and Brockton to introduce urban youth to a world of green places...and even to jobs in green industries. Anthony now serves on the Trustees' Advisory Council.



BE BOLD

"If we reap
What we sow
Then let's sow seeds that grow
Into something
That nourishes
And flourishes
In this crazy world."

— FROM THE CD TIME FOR CHANGE BY
THE TRUSTEES' WIL BULLOCK, PICTURED
HERE WITH STAFF AND FRIENDS AT
POWISSETT FARM IN DOVER



If a young man seems to hear a different drummer –

well, perhaps it's because he's planting beets. As Farm Educator for our Southeast Region, Wil Bullock promotes the bold idea that you can change the lives of young people – especially kids growing up in cities, as Wil did – by reconnecting them to the land. In our

fields and in his music, he shares his deep faith in the power of the old-fashioned, even ancient, pleasure and values that go along with reaping the bounty that you sow. As Wil puts it, it's time to "make the future old school!"





East Over Reservation, Rochester



2007 Land Conservation Projects Across Massachusetts

During the past year The Trustees of Reservations protected, or helped protect, 20 properties — 1,155 acres of meadows, forests, farmlands, and wetlands — in neighborhoods across the Commonwealth, from Seekonk to Sharon, Millard to Monson.



LAND ACQUISITION (PRESENT & FUTURE RESERVATIONS)

Project	Town	Acreage	Partners/Donors*	Description
CORMIER WOODS	Uxbridge, Mendon	173	Estate of James Cormier*	200-year-old farmhouse, barn, and outbuildings and its 133 acres of pastures, woodlands, and wetlands lie at the center of 500 acres of mostly unprotected open space. This property is our first in the Blackstone River Valley.
EAST OVER RESERVATION	Rochester	75	Town of Rochester; MA Department of Agricultural Resources	Massachusetts Land Conservation Trust, Inc. (MLCT), transferred its half-interest of fields and woods to The Trustees, creating East Over Reservation. Part of the 700+-acres East Over Farm Conservation campaign, the reservation is co-owned by the Town of Rochester.
ARCHIVES AND RESEARCH CENTER	Sharon	5	Anonymous*	This former museum will become our Archives and Research Center to store our collection of documents, maps, artwork, textiles, and furnishings as well as our organizational files in a secure, climate-controlled environment, making them more accessible for study and research.
APTHORP PROPERTY (ESTABROOK WOODS GATEWAY)	Concord	4	Release of life interest from William and Elsie Apthorp*	The house on this Monument St. property was designed in 1953 by The Architects' Collaborative of Cambridge. Public access to Concord's Punkatasset Woods and nearby Estabrook Woods will continue via a path through the property.
WEIR HILL AND STEVENS-COOLIDGE PLACE	North Andover	2	Gift of Robert D. Stevens* in memory of his wife, Nancy	Enables The Trustees to take a significant step toward creating a pedestrian connection – identified as a goal in the Weir Hill Management Plan – between Stevens-Coolidge Place and Weir Hill.

CONSERVATION ASSISTANCE PROJECTS

Project	Town	Acreage	Partners/Donors*	Description
TURKEY HILL ROAD	Northampton	115	City of Northampton	MLCT and Mass Audubon provided back-up financing for the City of Northampton, which acquired this scenic former quarry site that lies in the heart of one of the city's most important conservation areas.
KING HILL / KRAPF PROPERTY	Westport	60	Julia Krapf* and Westport Land Conservation Trust (WLCT)	Donated to WLCT, this parcel includes the headwaters of Dunham's Brook, a tributary of the Westport River. Close to a block of Trustees' conservation restrictions, the project helps to protect Westport's agricultural and water resources.
SILVERBROOK FARM	Dartmouth	45	Dartmouth Natural Resources Trust; MA Department of Agricultural Resources; Town of Dartmouth	One of the oldest continually operated farms in the area. Andrew Pollock, the farmer who owns and operates this organic farm, asked our help in facilitating his sale of an Agricultural Preservation Restriction (APR) to the Town and the Commonwealth.
WOOD FARM	Westport	13	Westport Land Conservation Trust; MA Department of Agricultural Resources; Town of Westport	Prime agricultural land permanently protected by an APR co-held by the Commonwealth and Town of Westport. MLCT pre-acquired this threatened farm and, after preserving it, sold the restricted farm to a local farmer.
MOORE PROPERTY	Westport	4	The Moore Family* and Westport Land Conservation Trust	Donated to WLCT, this land in Westport Point, along with protected neighboring properties, will help safeguard important wetlands and open space along Hulda's Creek.

Hilltop Farm, Lakeville

CONSERVATION RESTRICTIONS (CRs)

Project	Town	Acreage	Partners/Donors*	Description
WALDENWOODS	Milford	190	Stone Ridge Development; Town of Milford	Milford's first-ever conservation restriction is part of a "smart-growth" clustered development. It protects 190 acres of core habitat in the headwaters of the Charles River and connects with other conservation parcels along the undeveloped borders of Milford, Holliston, and Hopkinton, providing important local trail connections.
DIKE CREEK FARM	Dartmouth	153	United States Fish & Wildlife Service; Town of Dartmouth; Coalition for Buzzards Bay	With local contributions and a federal grant, The Trustees purchased a conservation restriction on 153 acres on Dike Creek, a tributary of Apponagansett Bay. In addition, 40 acres of the protected farm were conveyed to the Dartmouth Conservation Commission.
TAMSEN MERRILL PROPERTY	Ashfield	86.5	Tamsen Merrill*	Preserves wildlife habitat, water quality, a scenic, 15-acre agricultural field, and adjacent woodland in the village of South Ashfield.

Project	Town	Acreage	Partners/Donors*	Description
HELEN BRACKETT PROPERTY	Seekonk	48	Helen Brackett*	Co-held by the Seekonk Land Conservation Trust, this restriction protects 48 acres of open meadow, wooded swamp, and upland forest, and is adjacent to several other protected parcels.
ALLANDALE FARM AGRICULTURAL PRESERVATION RESTRICTION	Boston	18	Lee Albright, Edward P. Lawrence, James Lawrence, MD, and Robert P. Lawrence*	Completes the Lawrence family's plan to preserve the last working farm in Boston, a source of fresh produce for residents of Jamaica Plain, Roxbury, Roslindale, and Brookline. Protection of the property by the donation of APRs was accomplished in two stages, completed this year.
BROWN PROPERTY	Westport	10	Judith Wolin and Edward Brown via the Edward M. Brown Trust*	Protects water quality, wildlife habitat, and the scenic character of this stretch of the East Branch of the Westport River, a particular focus of the Westport Land Conservation Partnership's "Hix-to-Head" initiative.
PETERSHAM LAND CONSERVATION TRUST PARCEL	Petersham	10	Petersham Land Conservation Trust	The Trustees facilitated the protection of a critical link between North Common Meadow and the Brooks Woodland Preserve with a conservation restriction on a 10-acre parcel on East Street. A new "Buell Woods" walking trail provides public access.

MASSACHUSETTS LAND CONSERVATION TRUST, INC. (MLCT)

The Trustees' affiliated land trust maintained to carry out complex conservation transactions

Project	Town	Acreage	Partners/Donors*	Description
HILLTOP FARM	Lakeville	92	Gift from Estate of Lydia Rotch* to MLCT	Fields and woods to be held pending establishment of a reservation on Long Pond.
RICHARD ELLIOTT PARCEL	Monson	37	Purchase by MLCT	Near Peaked Mountain Reservation – in planning stages for community fundraising.
JULIE COUNTRY DAY SCHOOL	Leominster	14	Purchase from Notre Dame Training School, with donated funds	Property to be held by MLCT pending future plans.



Senior Management Team Report

FY 2007 was a year of grand endings and bright beginnings.

NO SOONER HAD WE WRAPPED UP THE CAPITAL CAMPAIGN IN JUNE 2006, THAN WE LAUNCHED into a new strategic plan. *Trustees 2017*, unanimously adopted by the Board of Directors in March, is our compass for the challenging journey ahead.

One of the plan's major initiatives – a growing emphasis on engaging new audiences – took a leap forward in July when we affiliated with Boston Natural Areas Network (BNAN). A natural out-growth of programs in Fall River and Holyoke, the affiliation brought BNAN's talented staff and board into The Trustees family, and made BNAN's president, Valerie Burns, a Trustees vice president.

In addition, Kathy Abbott, former commissioner of the Massachusetts Department of Conservation and Recreation, joined the senior management team in January as vice president for Field Operations, replacing Tom Foster who retired in December.

With a new team in place, we moved quickly to turn the strategic plan's ideas into action. In response to land conservation challenges and opportunities in western Massachusetts, we created two new regions: the Pioneer Valley, based in Holyoke, and the Berkshires, based in Stockbridge.

In response to another of the plan's key ideas – volunteerism – we turned our all staff meeting into a hands-on work day and spruced up the Northeast Region after a long winter. The math speaks for itself:

150 people × 4 hours of painting, weeding, raking, polishing, clearing brush, and planting potatoes = 15 weeks' worth of work, all in a single morning! Most importantly, we learned how much can be done – and how good it feels – if we multiply ourselves.

As we go to press, Governor Deval Patrick has announced he will spend \$50–70 million per year for the next five years on land conservation. Major, long-term state support, as well as our own innovative programs (such as joint stewardship, with the Department of Conservation and Recreation, of the Charles River Greenway, and a lease of the Town Farm property in Westport), point to big possibilities in the years ahead.

We would like to thank our colleagues, Board and volunteer leadership, and the thousands of volunteers and supporters who are working with such dedication to preserve the best of Massachusetts, for everyone, forever. Here's to a great year.

Andy Kendall **PRESIDENT**

Kathy Abbott **VICE PRESIDENT FOR FIELD OPERATIONS**

Melanie Ingalls **VICE PRESIDENT FOR EDUCATION & OUTREACH**

Richard Ryan **VICE PRESIDENT FOR FINANCE & ADMINISTRATION**

Kate Saunders **VICE PRESIDENT FOR ADVANCEMENT**

Wes Ward **VICE PRESIDENT FOR LAND CONSERVATION**

Valerie Burns **PRESIDENT, BOSTON NATURAL AREAS NETWORK,
VICE PRESIDENT, THE TRUSTEES**



Let the future begin.

The Trustees staff practice the art of multiplication at the 2007 All Staff Meeting

A man in a white suit and tie is running across a grassy field towards the right. He is wearing white sneakers and has a determined expression. The background is a lush green park with trees and sunlight filtering through the leaves, creating a blurred effect.

Financial Report

Forward motion.

AS TREASURER OF AN ORGANIZATION THAT DEPENDS ON SUMMER SUNSHINE TO GET PEOPLE out of the house and onto the beach, last year's rainy July and August made me cringe. But, in spite of a challenging summer season, The Trustees ended the 2007 fiscal year on a good note. The continued momentum from our historic capital campaign resulted in significant growth in our contributions fundraising while sound financial management kept our expenses under control.

During Fiscal 2007 (which ended March 31), The Trustees generated a \$352,000 surplus from operations – a 59% increase over last year – for capital projects and other strategic initiatives. Operating revenue increased 11% to \$16.5 million, doubling last year's growth.

Our increases in operating expenses were well within what was budgeted – \$16.1 million, a 10% increase over Fiscal 2006. These increased expenditures largely reflect an increase in the number of full- and part-time staff, as well as nine months of activity related to our new affiliation with Boston Natural Areas Network.

The revenue generated from our investments increased 7% from Fiscal 2006 to \$4.8 million. To calculate funds for our operating budget from

investments, we apply a 5% spending rate to the market value of investments at the end of the most recent 12 previous quarters.

The Trustees' total investments (including endowment) grew on a net basis by \$14.7 million. Of this, \$1.9 million was due to new endowment gifts. The remainder of the increase was from other additions to the portfolio and market appreciation of our investments less spending rate withdrawals. The investment committee is actively overseeing the endowment. The investment objective for the endowment is to generate returns sufficient to meet the spending rate of 5% on an inflation-adjusted basis without undue exposure to risk.

The Trustees benefit from diversified sources of revenues and tight expense controls. I'd like to express my appreciation to The Trustees' staff, especially Richard Ryan and his team, for the careful management of our financial resources at all levels of the organization.



Franz Colloredo-Mansfeld

TREASURER

Operating Results

IN THOUSANDS OF DOLLARS

	FY 2007*	FY 2006	CHANGE	%
Income				
Operating Support from Investments	\$ 4,819	\$ 4,495	\$ 324	7%
Property Revenues	4,707	4,597	110	2%
Membership	2,745	2,579	166	6%
Contributions	2,504	2,235	269	12%
INCOME BEFORE INTERNAL TRANSFERS	\$ 14,775	\$ 13,906	\$ 869	6%
Internal Transfers	1,686	978	708	72%
TOTAL OPERATING REVENUE & SUPPORT	\$ 16,461	\$ 14,884	\$ 1,577	11%

Expenses

	FY 2007	FY 2006	CHANGE	%
PROGRAM SERVICES:				
Field Operations	11,176	10,777	399	4%
Land Conservation	1,219	1,077	142	13%
Garden Stewardship / BNAN	481	-	481	100%
Education & Outreach	474	451	23	5%
TOTAL PROGRAM SERVICES	13,350	12,305	1,045	8%
SUPPORT SERVICES:				
Advancement				
Fundraising	1,120	929	191	21%
Membership	501	356	145	41%
General & Administrative	1,138	1,073	65	6%
TOTAL SUPPORT SERVICES	2,759	2,358	401	17%
TOTAL EXPENSES	16,109	14,663	1,446	10%
NET SURPLUS	\$ 352	\$ 201	\$ 131	59%

*Includes Boston Natural Areas Network (BNAN) activity from 7/01/06 (the affiliation date)

Utilization of Net Surplus from Operations

	FY 2007	FY 2006
Capital Projects	\$ 300	\$ 200
Other Strategic Initiatives	52	21
TOTAL UTILIZATION OF NET SURPLUS FROM OPERATIONS	\$ 352	\$ 221

Endowment Market Value

IN THOUSANDS OF DOLLARS

	FY 2007	FY 2006
Beginning Balance	\$ 97,311	\$ 89,224
Contributions/Other Changes, net	7,783	3,839
Net Unrealized/Realized Gains (Losses)		
Net of Spending Rate Transfer	8,313	4,248
TOTAL ENDOWMENT	\$ 113,407	\$ 97,311

NOTE: The amounts above reflect all endowment funds (permanent and Board-designated) including the Budd Trusts. Copies of the audited financial statements are available upon request.

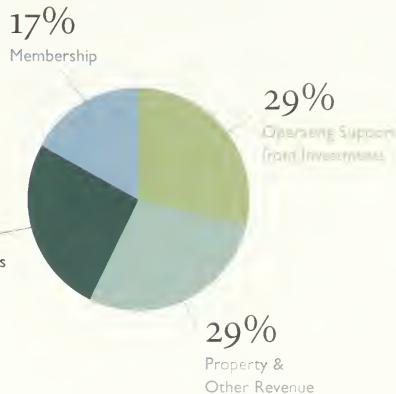
Gift Income

IN THOUSANDS OF DOLLARS

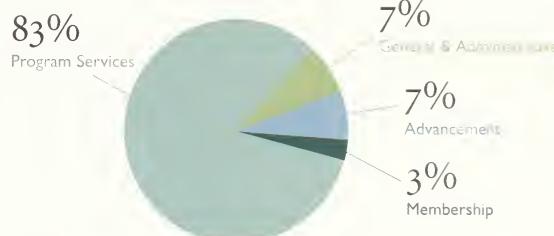
	FY 2007		FY 2006	
	Amount	Donors	Amount	Donors
Contributions	\$ 2,504	4,525	\$ 2,235	5,372
Membership	2,745	35,510	2,579	39,518
Gifts & Pledges for Special Purposes*	12,906	522	10,926	3,785
TOTAL	\$ 18,155	40,557	\$ 15,740	48,675

* Gifts & Pledges for Special Purposes do not include endowment contributions.

Fiscal 2007 Income

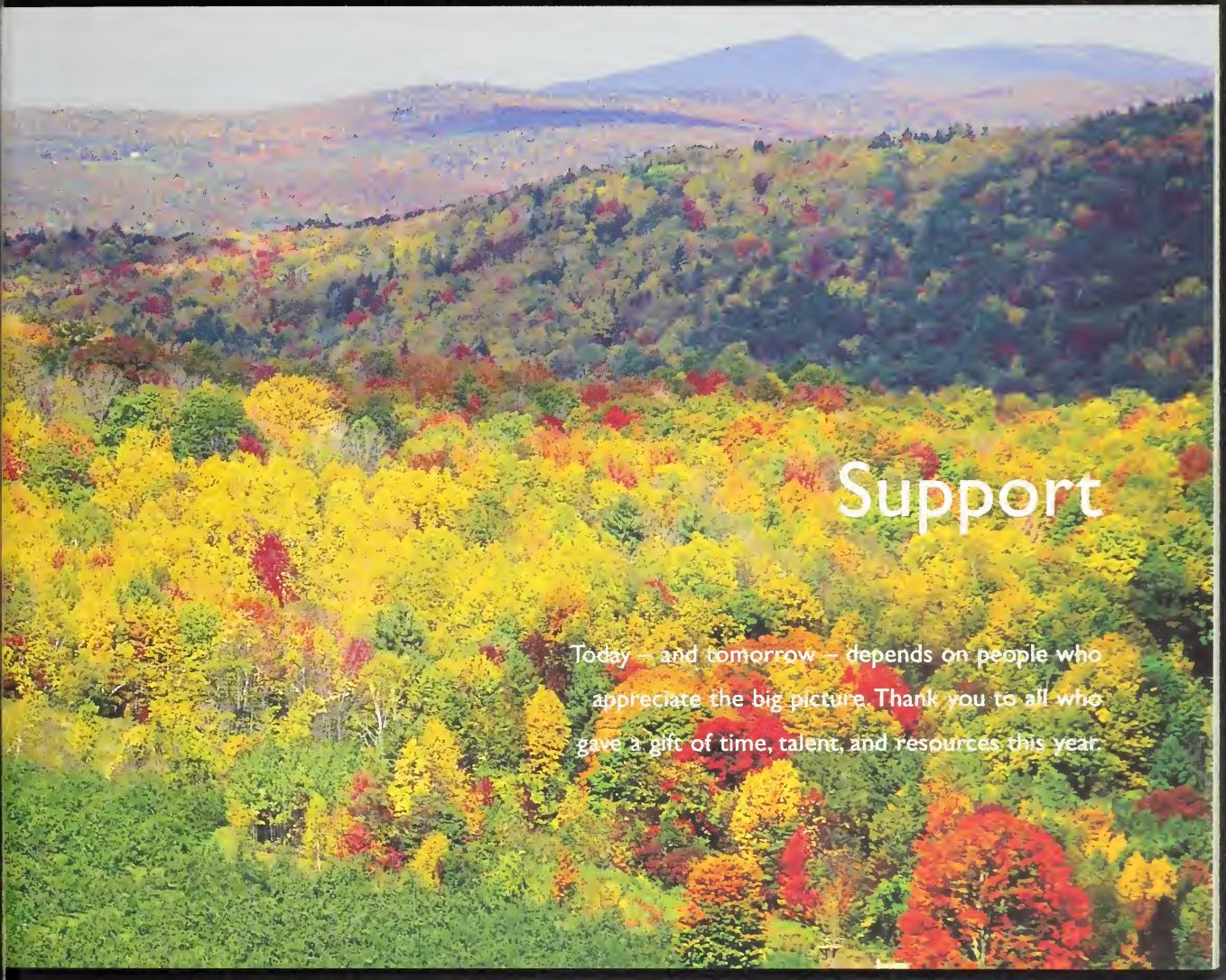


Fiscal 2007 Expenses





Bear Swamp, Ashfield

A wide-angle photograph of a mountainous landscape during autumn. The foreground is filled with trees displaying vibrant yellow, orange, and red leaves. The middle ground shows rolling hills covered in a mix of evergreen and deciduous trees. In the background, large, dark mountains rise against a clear sky.

Support

Today – and tomorrow – depends on people who
appreciate the big picture. Thank you to all who
gave a gift of time, talent, and resources this year.

Governance

BNAN paddlers on Mother Brook
in Hyde Park, along the Neponset
River Greenway.



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The Board of Directors is the governing board of The Trustees of Reservations, charged with the ultimate responsibility for the organization's operations.

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The Chairman's Council was created in 1995 to honor former members of the Standing Committee Board of Directors, and Advisory Council. It provides an opportunity for The Trustees to continue to benefit from their advice

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TRUSTEES

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† Deceased

45

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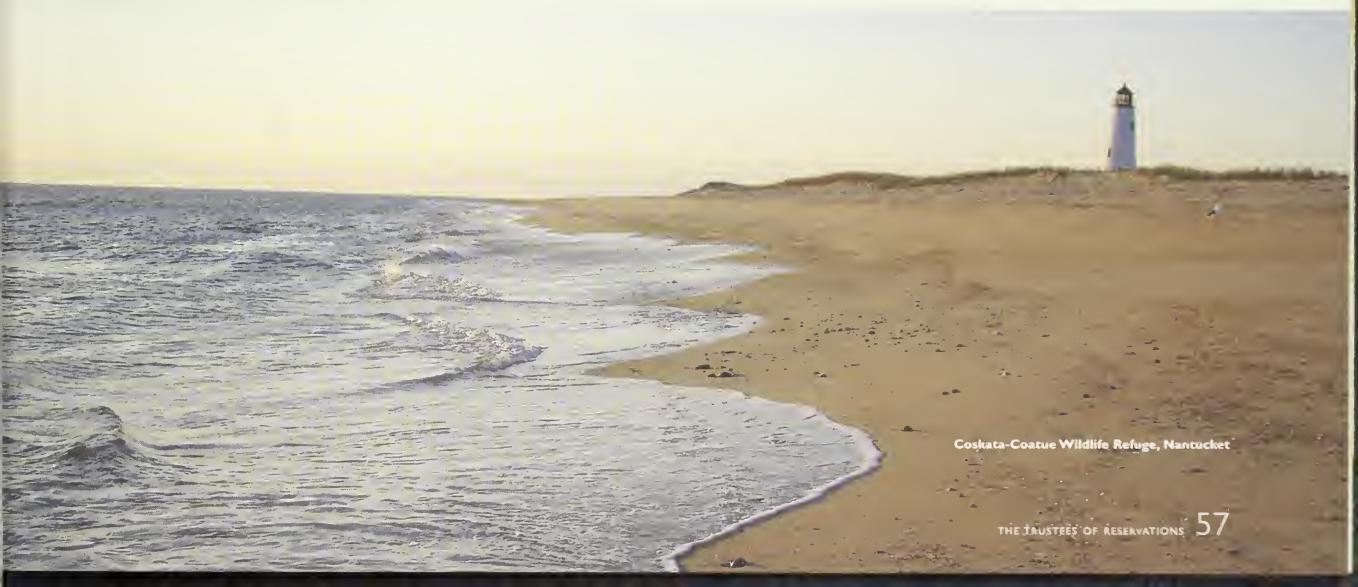
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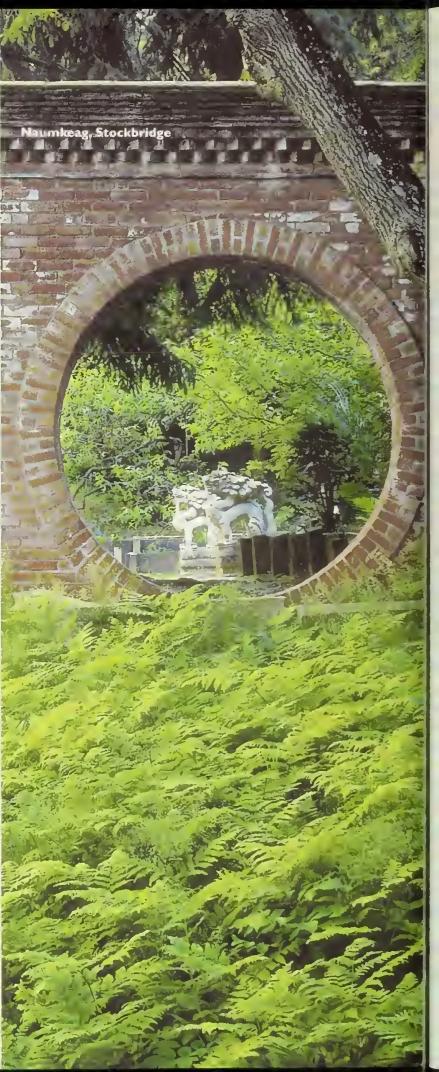
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Ralph D. and Elizabeth W. Gordon	Ms. Lisa Manning	James L. Roth	
Mr. Morris Gray, Jr.	Albert R. Margeson	◆ Preston H. Saunders	
Ruth A. Green	Shirley Marten	John R. and Rebecca C. Schreiber	
◆ Mr. and Mrs. Henry R. Guild, Jr.	Elspeth E. Matkovich	William E. Schroeder and	
Christopher Gunnung and Christine Kjellson	Linda J. Mazurek	Fannie F. Tuttle	
Grace S. Hampel	Mr. and Mrs. Robert J. McAulay	Robert A. Schuiteman	
Barbara Hanley and Leo Brooks	J. Greer and Elizabeth I. McBratney	Barbara C. Schwartz	
Douglas B. and Susan S. Harding	Cathleen D. McCormick	David W. Scudder	
Mr. and Mrs. Leonard C. Harrington	Mr. H. Bruce McEver	James G. Shanley and	
Margery Harris	Thomas D. McKiernan	Karen P. Battles	
Mary Hendricks	Mr. John S. McLennan	Sharon L. Sharnprapai	
Mr. Kenneth H. Hill	Stephen E. Mermelstein	Jennifer C. Shaw	
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		Pamela B. Weatherbee	

DONOR SUPPORT



Mike and Caroline Standley,
Semper Virens Society members,
at their home in Medfield.

8 ||| JOHN DEERE

The only thing sunnier than one daylily is 200 of them.

THESE EXUBERANT TRUMPETS PLAY THEIR JAZZY TUNE ALONG THE HANDSOME STONE WALL at Caroline and Mike Standley's pastoral retreat, a perennial reminder of the happy years Caroline spent on The Trustees' staff; when she left, the lilies were a gift.

Caroline and Mike, it turns out, are perennials themselves. Supporters of The Trustees since they discovered Rocky Woods with their children nearly half a century ago, they have fashioned a fundamental relationship to open space – as personal caretakers and public champions – that gives them enormous pleasure and gives the rest of us an inspiring example. They have, over three decades, volunteered in countless ways. Mike has served for a total of 20 years on a range of local boards, including the Medfield Planning Board. Caroline took on pioneering duties as The Trustees' first full-time development director in the 1980s, working on our first-ever capital campaign. And she not only mentored her successor, but returned as a dedicated member of volunteer boards, including as chair of *The 1891 Society* and the Development Committee; she only recently stepped away from the Board of Directors.

Needless to say, the Standleys remain among our best ambassadors – and it's no surprise that they've

chosen to provide for The Trustees in their estate plans, as stalwart members of *The Semper Virens Society*.

For Caroline, working for The Trustees, officially and unofficially, has been a happy marriage of her personal and professional enthusiasms. "It was an ideal job for me because I'm a real people person," she says with her beaming smile. "I love going out and making friends, bringing together volunteers and infusing them with the spirit of The Trustees. That's what I tried to do. The land is one of the things we've always cared so much about, the outdoors. And we found so many people who've shared the same interest." (Even if not everyone is as game as Caroline, who still climbs aboard her "dear Deere" tractor to mow the lawn herself!)

Mike, who enjoyed a successful career as a design consultant for university science buildings, echoes her view, citing The Trustees as the organization that galvanized their efforts. "Of all the volunteer-driven groups in this state, The Trustees stand right at the top," says Mike, his hand resting gently on their German shepherd (and assistant groundskeeper), Kate. "The way they carry out their mission, it just naturally attracts people to volunteer, show their interest, and pitch in."

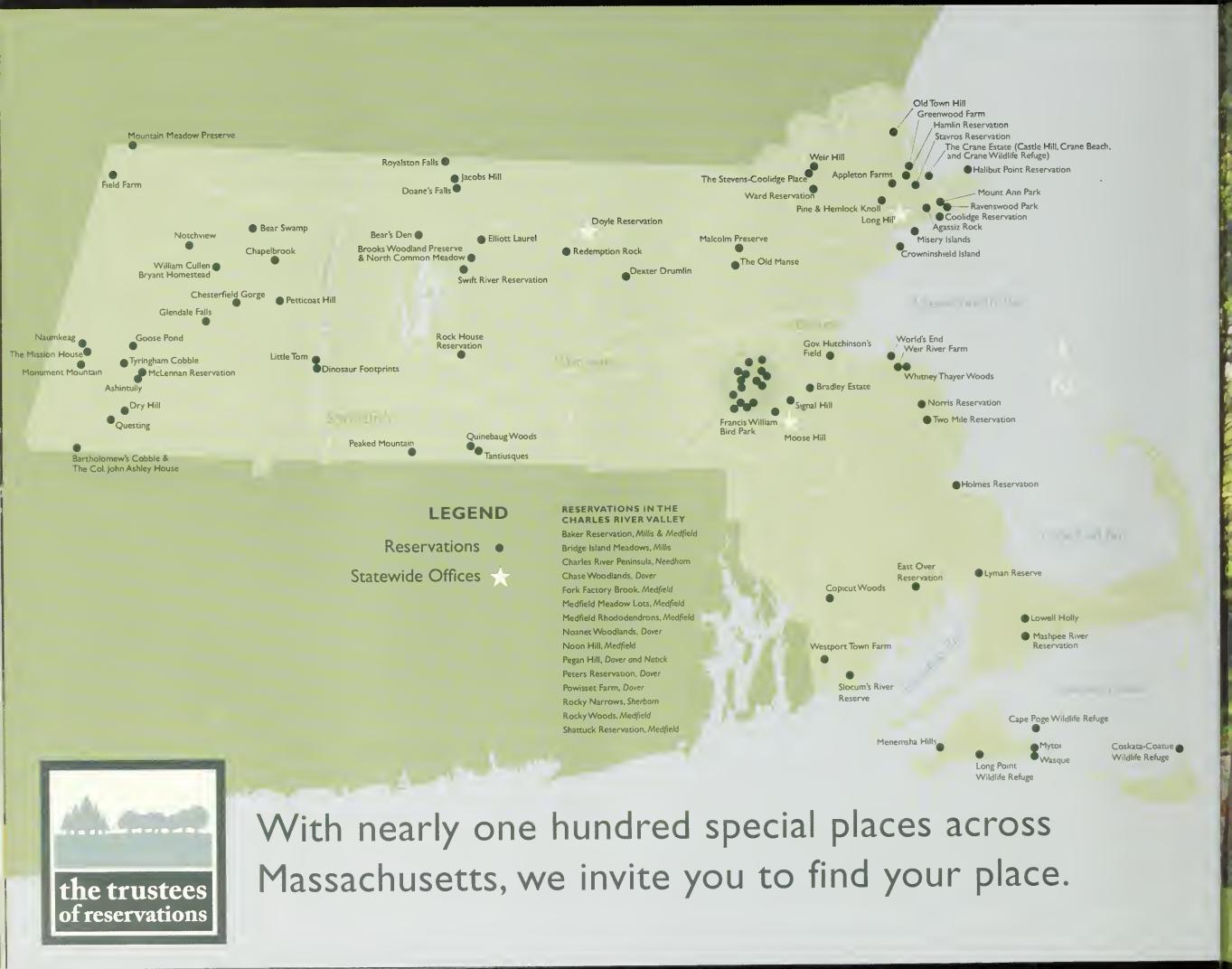


If you have planned a legacy for The Trustees,
let us know so that we may welcome you
to *The Semper Virens Society*.

For further information please contact:

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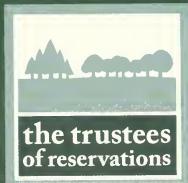
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We love the outdoors. We love the distinctive charms of New England.
And we believe in celebrating and protecting them – for ourselves, for
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